

Attend the 1993 Green Industry Expo in Baltimore...

... and do we have a conference for you!

Conference dates: November 14-17
Trade Show dates: November 15-18
Baltimore Convention Center, Baltimore, Maryland

In conjunction with the GIE trade show, the three sponsoring organizations have concurrent conference education programs for you to mix and match:

three conferences in one!



1 ALCA

ASSOCIATED LANDSCAPE
CONTRACTORS OF AMERICA



PROFESSIONAL GROUNDS
MANAGEMENT SOCIETY

EDUCATIONAL

CONFERENCES

Attend any sessions in the three educational conferences when you sign up with one of the three GIE sponsoring organizations. Topics range from industry technical to business management.



If you're in the lawn/landscape/maintenance business, this is YOUR educational opportunity.

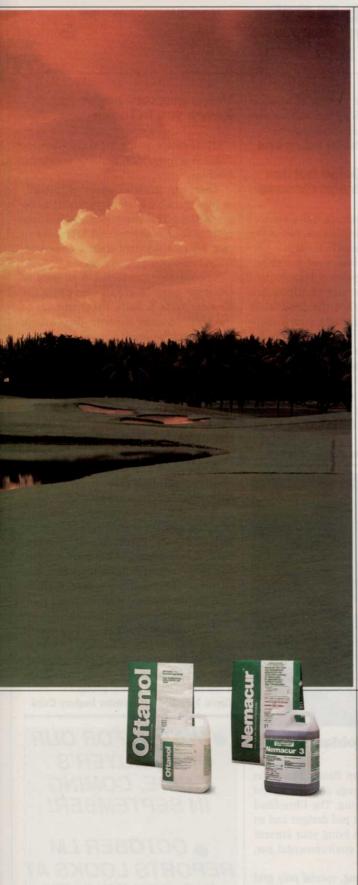


✓ Send me information on all three conferences RIGHT AWAY!	
Name:	T
Company:	
Address:	i
City/State/Zip:	
Phone: ()	
Fax: ()	

Reston, VA 22091; FAX (703) 620-6365.



IF YOU'VE FORGOTTEN HOW WELL WE CONTROL MOLE CRICKETS AND NEMATODES, CONSIDER THIS A REFRESHER COURSE.



We wrote the book on mole cricket and nematode protection. Now we'd like to send it to you.

In it, we'll show you why there's nothing better for controlling mole crickets than OFTANOL Insecticide. It gives you excellent residual control. It costs about 30% less per 1,000 square feet than the closest competitor. And it stops mole crickets. Plus, it controls fire ants, too.

Also, we'll show you why there's only one choice for controlling nematodes. NEMACUR nematicide. It has a 20-year history of controlling more kinds of nematodes than any other product.

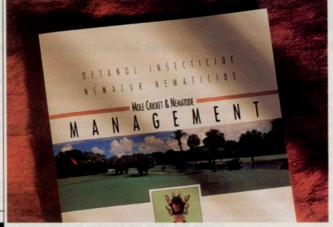
For your free booklet, call 1-800-842-8020.

Or write Miles Inc., Specialty Products, Box 4913,

Kansas City, MO 64120.

Examine the information. Then apply it. And you'll have a course everyone will study.





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SHEONWE-DAVS H

REVIEW

Golf carts double as cargo transports with add-on rack

Columbia Industrial Division has a Car-Go-Rack attachment to convert Columbia shuttles and Eagle ParCar vehicles.



The rack features include an all-steel cargo frame and a 5/8-inch marine plywood floor with non-slip covering.

Circle No. 202 on Reader Inquiry Card

Systemic fungicide battles oak wilt, Dutch elm disease

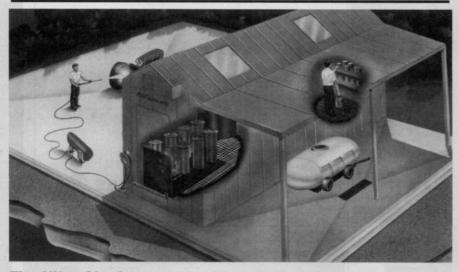
Ciba's Alamo fungicide helps control oak wilt and Dutch elm disease, two of the most deadly tree diseases in the U.S.

The systemic has been used successfully for more than two years in Texas to control oak wilt. University of Minnesota research confirms that the product is effectie against both diseases, even in cooler climates.

If applied before symptoms appear, Alamo may rescue trees with up to 30 percent crown loss.

Alamo is injected with special equipoment into the flare roots. Ciba recommends arborists be consulted to do the injection.

Circle 203 on Reader Inquiry Card



The Ultra-Shed an answer to containment problems

The Ultra-Shed—from RGF Environmental Systems, West Palm Beach, Fla.—was designed in response to the Clean Water Act regarding pesticide storage and mixing and storm water run-off discharge requirements from equipment washing. The Ultra-Shed chemical containment building is available with various permanent pad designs and an optional Ultrasorb, closed-loop recycling syste, which allows you to bring your current maintenance equipment washdown and mix/load facilities up to environmental par, while avoiding possible penalties, fines or soil remediation costs.

The Ultra Shed is avaiable in several sizes, with optional overhang, special poly grid flooring, a wide variety of siding, roof and trim colors. Accessorize with extra storage shelving, overhead doors, windows, emergency shower/eyewash systems and pad designs.

Circle No. 204 on Reader Inquiry Card

Voice memory pager keeps you in touch

Motorola's Voice Memory Keynote Pager is a miniature, portable answering machine.

Users can listen to messages instantly or play them back later by pressing a single button. The Voice Memory Keynote retains four eight-second messages in memory as a standard feature or two 16-second messages as an option.

The message can be heard at once or saved for later. Motorola also offers the Keynote Tone & Voice Pager, similar to the Voice Memory Keynote, but without the memory capability.

Both Keynote Pagers have an ergonomical, rotary, volume control to adjust sound to different environments.

Circle No. 205 on Reader Inquiry Card

Turf-type bermudagrass is drought tolerant, dense

Primavera is a new and imroved seeded, turf-type bermudagrass from Farmers Marketing Corporation of Phoenix.

Primavera was developed in the same breeding proram that is responsible for NuMex Sahara. Primavera is finer textured, darker green and has a greater density than common bermudagrass, says Farmers. Primavera is described as drought tolerant, and with improved stunt mite resistance.

Primavera performed well in recent tests at the Uniersity of Georgia. In evaluations for turf coverage, spring green-up, color and visual quality, Primavera ranked at the top of its statistical group.

Circle No. 206 on Reader Inqiury Card

• WATCH FOR OUR 1993 BUYER'S GUIDE, COMING IN SEPTEMBER!

• OCTOBER LM
REPORTS LOOKS AT
BIO-STIMULANTS

MARKET SHOWCASE

Rates: \$105 per column inch for 1x insertion; \$100 for 3x insertion; \$95 for 6x insertion; \$96 for 9x insertion; \$85 for 12x insertion (one inch minimum). Frequency based on calendar year. For ads using a Reader Inquiry Number, add \$30 to the total cost of the ad per issue. For ads using a Second color standard red, blue, green or yellow only, add \$65 to the total cost of the ad per issue.

Send ad copy with payment to: Brian Kanaba, Landscare Management, 7500 Qld Oak Blvd. Cleveland, Ohio 44130, or call (800) 225-4569 ext. 155 outside Ohio; (216) 891-2665 inside Ohio; FAX (216) 826-2865.

SOFTWARE

TRIMS

Business Management Software for Landscape and Lawn Care Contractors

- Customer Billing
- · Accounts Receivable / Payable
- · Job Cost Analysis
- · General Ledger
- · Payroll

Call or write for your & free TRIMS Demo Disk:



LAWN ASSISTANT



To get a FREE 90 page information booklet on the #1 software for the lawn and tree care industry

Call Toll Free: 1-800-422-7478

Real Green Computers
1970 Winner Street, Walled Lake, MI 48390

Circle No. 300 on Reader Inquiry Card

BUSINESS OPPORTUNITIES

LAWNCARE BUSINESSES:

Thinking about selling your Lawncare Business? We'd like to talk about the possibilities. If you are doing business in: Cincinnati, Indianapolis, Columbus, Dayton, Chicago, St. Louis, Atlanta, Cleveland, Detroit or Ft. Wayne, we are interested. All communication is confidential. Reply to LM Box 500, c/o LANDSCAPE MANAGEMENT, 131 W. 1st St., Duluth, MN 55802-2065.

COMMERCIAL EQUIPMENT



30'x40'x10' \$4 177

BUILD IT YOURSELF AND SAVE MONEY. 5000 SIZES, ALL STEEL, CALL TODAY FOR BROCHURE AND PRICE QUOTE. HERITAGE BUILDING SYSTEMS 800-643-5555

Point and click

(no commands to memorize here









understand that landscaping industry complex processes such as bidding scheduling, and generating work orders. because you don't have time to learn complicated commands, we integrated these processes into a computer program that is easy to use. The result? SuperScape for Windows and Macintosh with "push-button" graphics. All you have to learn is point and click. Call today for more information.

SuperScape[™]

Landscape Management Software

800-299-9991 or 512-452-4500

Circle No. 302 on Reader Inquiry Card

FOR SALE



LANDSCAPE DESIGN KIT 3 48 rubber stamp symbols:

THE STANDER STAMP SYMBOLIS.

FREE S, PLUSS, PCOKS, Step. Stones, vine, & more. 1/4-1 3/4 in. dia.

\$74.95 + \$4.50 sh

FREE 28 PAGE

AMERICAN STAMP CO.
12290 Rising Rd., Dept. 493
VSA Wilton, CA 95693

PS NOT SHOWN MasterCard Phone (916) 687-7102

COMMERCIAL INSURANCE

for

LAWN CARE OPERATORS

M.F.P. Insurance Agency, Inc.

50 West Broad Street, Suite 3200 Columbus, OH 43215 (614) 221-2398

Contact:

Richard P. Bersnak, President

or

Jeanne Bartkus

Circle No. 301 on Reader Inquiry Card

Landscape Management Market Showcase

SERVICES

- Ignite sales growth
- Boost profits
- Beat the competition

Let us help you make these goals come true.

Cal

Wandtke & Associates 800-966-3546

15 years of guiding owners toward the secrets of business success

LANDSCAPE GLASSIFIEDS

RATES: \$1.25 per word (minimum charge, \$40). Bold face words or words in all capital letters charged at \$1.50 per word. Boxed or display ads: \$105 per column inch-1x (one inch minimum); \$100-3x; \$95-6x; \$90-9x; \$85-12x. (Frequencies based on a calendar year). Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add \$20 to total cost of ad per issue. Send ad copy with payment to Brian Kanaba, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130 or call 216-891-3155. Fax Number 216- 826-2865. VISA MASTERCARD and AMERICAN EXPRESS accepted.

BOX NUMBER REPLIES: Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 131 W. 1st St., Duluth, MN 55802-2065. Please include box in address.

POSITIONS WANTED FREE CLASSIFIED AD

To all "POSITION WANTED" Classified Advertisers!

Maximum 40 words
 Maximum 2 issues

Offered as an industry service - Let LANDSCAPE MANAGEMENT help you with your employment needs. For more information contact:

Brian Kanaba LANDSCAPE MANAGEMENT

7500 Old Oak Blvd., Cleveland, OH 44130

216-891-3155-Phone 216-826-2865-Fax

BUSINESS OPPORTUNITIES

STRENGTHEN YOUR BUSINESS AND GET HONEST RESULTS. 25+ years experience in lawn & tree care advertising, budgeting, programs (organics, too), IPM, planning, training (admin. & field), pesticides, etc. Why go in circles? Call now! CORNELL ASSOCIATES, 301-293-3605 "IN UNITY IS STRENGTH".

Long-term established Lawnscape and Garden Center Business plus 4,000 sq. ft., 4-bedroom 2bath home on 2 acres in area of nice homes. Ample room for expansion. Central Oregon location. \$300,000. (503) 536-3200. 8/93

\$3,000-\$6,000 per month. Electrically driven Curbmate Machine installs beautiful concrete lawn edging. Simple business. Low overhead. High profit. Increase your landscaping profits and beautify your landscaping jobs. 801-262-7509.

NOW... Learn professional landscaping and gardening at home. Accredited program provides thorough training in all phases of commercial and residential landscaping. Diploma awarded. Free brochure describes program and opportunities in detail. Call 800-326-9221 or write Lifetime Career Schools, Dept. LF0183, 101 Harrison St., Archbald, PA 18403. 9/93

NaturaLawn® of America provides the Green Industry a successful, growth oriented, lawn care program. Discuss the opportunities available to you by calling the leader in organic-based lawn care. The franchise opportunity of the 90's. 800-989-5444.

EDUCATIONAL OPPORTUNITIES

IMPROVE PROFITS & expand business with well-trained, professional employees. Free catalog of over 100 training videos from California Polytechnic State University. Perfect for landscaped companies, grounds crews, designers, etc. Call VEP at 1-800-235-4146.

EQUIPMENT FOR SALE

PIPE LOCATOR INEXPENSIVE! Locates, traces underground drain, water pipe lines of clay, PVC, ABS, steel, cement. Finds sprinklers, valves, clogs. Bloch Company, Box 18058, Cleveland, Ohio 44118. (216)371-0979.

One Mercedes Diesel, Model 1113, 1983. 1,200 Gallon 2 compartment stainless steel tank. Holds 1,000 lbs. dry fertilizer. Hydro-sell 25 gallons PSI pump. 2 reels with guns, 50,000 miles, all records kept. \$9,800. 201-891-6035. 8/93

BUCKET TRUCK: Hi Ranger 65', 57', 50'. Skyworkers with chip boxes. Asplundh bucket trucks with chip boxes. Asplundh brush chippers. Bean 55 gal. sprayers. Pete Mainka Enterprises, 633 Cecilia Drive, Pewaukee, WI 53072. 800-597-8283

Finn Hydroseeders, Mulch Spreaders, Krimpers, Pit Burners, Fiber Mulch & Tackifiers. New & Used. Wolbert & Master, Inc., P.O. Box 292, White Marsh, MD 21162. 410-335-9300, 1-800-234-7645.

Use our Blind Box Service for Confidential Results to Your Classified Advertising!

EQUIPMENT FOR SALE

NEW AND USED BROUWER EQUIPMENT: Mowers - VACS - Fork Lifts - Harvesters - and full line of replacement parts. Contact Ed or Glenn Markham at 1-800-458-3644.

HYDRO-MULCHERS AND STRAW BLOWERS: New and used. JAMES LINCOLN CORPORA-TION, 3220 S. Jupiter Rd., Garland, TX 75041. (214)840-2440, (800)551-2304.

NEW/USED EQUIPMENT AND RENTALS-Asplundh, Hi Ranger, Holan and Lift-All Forestry Bucket Trucks, Chip Trucks and Chippers. Mirk, Inc., (216)669-2000, 7629 Chippewa Road, Orrville, Ohio 44667.

SPYDERS- New/Used/Rebuilt. Full line of replacement parts and update kits. Kubota, Ruggerini, Kohler and Onan engines and parts. Nichols-Fairfield torque hubs. We repair and rebuild Spyder hydraulic pumps and motors. FAST SERVICE. Call or write: Mobile Lift Parts Inc., 5402 Edgewood Rd., Crystal Lake, IL 60012. (815)455-7363, (800)397-7509, FAX (815)455-7366. 8/93

Vermeer Truck-Mounted Tree Spade, 66 inch, on a 1969 white truck. Dakota Dunes Development Company, Dakota Dunes, South Dakota, 57049. (605)232-3001. 8/93

FOR SALE: Jacobsen HF-5 Diesel, \$4,000. Also, Toro GM-3 Greens Mower, sharpened new reels, \$2,300. National 84" cut \$1,100. Jacobsen 5 Gang Blitzer Mower, sharpened \$3,600. 313-653-5695.

REINCO HYDROGRASSERS and power mulchers in stock. Opdyke Inc., (Philadelphia Area) 215-721-4444.

CLASSIFIED ADVERTISING is available in LANDSCAPE MANAGEMENT!

You can effectively reach readers at low classified advertising rates:

Call Brian Kanaba 216-891-3155 for more information.

EQUIPMENT FOR SALE

BUCKET TRUCKS: Straight Stick, Corner Mount and Knuckle Boom Cranes. Brush Chippers - New Morbark Disc and Drum Style. New Rayco Stump grinders. Best prices anywhere. Used Chippers - Asplundh, Morbark, etc. 2 to 8 usually in stock. Sprayers, Dumps, Stakes, Log Loaders, Crew Cab Chip Box Dumps, Railroad Trucks, 50 in stock. Sold as-is or reconditioned. We also buy your surplus equipment. Opdyke's, Hatfield (Philadelphia Area). 215-721-44444.

Commercial Mowers -Dixie Choppers- World's fastest lawnmowers. Valco Rental and Equipment. Canton, OH 44706 (216) 452-6646. 8/93

FOR SALE

For Sale: One FMC Stainless Steel, 1,000 gallon tank with mechanical agitation. 3 years old. \$5,500 or best offer. (717) 696-4606. 8/93

LAWN SEED: Wholesale. Full line of top quality grasses. Improved bluegrass varieties, tall fescues and fine bladed ryegrasses. We specialize in custom mixing. Oliger Seed Company, 89 Hanna Parkway, Akron, OH 44319. Call collect (216)724-1266. OH, PA, WV, MI, IN.

MEYER Z-52 ZOYSIA SOD FOR SALE. VAMONT AND TUFCOTE BERMUDAGRASS SOD. FORKLIFT DELIVERY. SERVING THE MID-ATLANTIC REGION. OAKWOOD SOD FARM, SALISBURY, MD 410-742-3086. 10/93

EQUIPMENT FINANCING

FINANCE your new or used EQUIPMENT acquisition through LEASING. Advantages include: no down payment, 100% tax deductible, flexible terms, fast approval. Call TRIDENT Leasing 412-325-3464 / FAX 412-325-3466.

HELP WANTED

PARKS AND FORESTRY SUPERVISOR - City of Pasadena, CA (Salary: \$3,659-4,574/mo. plus City pays 7% employee's contribution to retirement). Seeking individual w/4 years of progressively responsible maintenance experience in parks, street tree or landscape management, 2 yrs of which in related supervisory capacity. Graduation from an accredited college with specialization in arboriculture, horticulture, forestry, Entomology, plant pathology or related fields is considered desirable and may substitute for 2 years of non-supervisory exp. Special Conditions: State of California Agricultural Pest Control Advisors License in categories A, B, C, D, E and G desirable. Possession of valid Class C California Driver's license is reg. at time of appmt. For more details and for city applications, contact: City of Pasadena, Human Resources Dept., 100 N. Garfield, Rm 146, Pasadena, CA 91109; (818) 405-4366. Deadline: 8/93 5:30 p.m. 9/13/93. EOE/AA.

Searching for the right employee? Time for a new position? Contact Florapersonnel, Inc., international search and placement firm for the landscape, irrigation industries and allied trades. Confidential. Fee paid by employer. Florapersonnel, Inc., 2180 W. 434, Suite 6152, Longwood, FL 32779-5008. Phone: (407)682-5151 Fax: (407)682-2318.

HELP WANTED

SALES REPRESENTATIVE: Manufacturer of Professional Liquid Fertilizers, Micronutrients and Natural Organics looking for qualified individuals with a high degree of horticultural knowledge (B.S., M.S. in horticulture or proven experience) and sales experience. We are currently establishing territories nationwide. You will be representing a company that provides its customers with quality service. The individual needs to be self-motivated and responsible. Must be willing to call on many market areas, including nurseries, greenhouses, golf courses, tree care companies, distributors, phone sales and some traveling. Send resume to: Growth Products, Ltd., PO Box 1259, White Plains, NY 10602. Attn: Personnel Dept.

NEW OPPORTUNITY: The Orkin Plantscaping Division (interior and exterior landscaping design, installation and maintenance service) is looking for Managers and Service Managers. Qualifications include: experience in the lawncare or landscaping fields, education and/or experience in the horticultural field, and management or supervisory experience. If you would like to investigate a change in your career please send your resume to Gordon Crenshaw, Orkin Plantscaping, 2170 Piedmont Road, Atlanta, GA 30324. Or call (404) 888-2801.

Classified Advertising Increases Your Sales!

Feb. 119 Miles Inc. (Dylog)	write here.	
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123 Northwestern		
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DDRESS MANUEL SELL	Jak Blvd., Claveland, OH 44130	7800 Old C
DDNESS	STATEZIP CODE	WEATHOUTH
TYPARTY		
Long Book Corp.	ERCARD and AMERICAN EXPRESS socepted.	

HELP WANTED

MANAGEMENT: Leading franchisor of lawn and tree care services seeking a self motivated, people person to fill a Franchise Support Rep. position. Must have a college degree and be willing to travel. Benefits include: good base salary, major medical, life ins., 401K and bonus opportunities. Mail resume to: Spring-Green Lawn Care Corp., P.O. Box 2828, Naperville, IL 60567

LANDSCAPE MAINTENANCE: San Francisco East Bay area with Commercial operations, large accounts, seeks a full time CHEMICAL APPLICATOR with California license to perform IPM and Standard Chemical activities on all accounts. Excellent salary & benefits package. Resume with employment history to Personnel Manager, LM Box 501.

LANDSCAPE SUPERVISOR: Jack's Nursery, a growing, well established company, is seeking a self-motivated, professional manager to handle the operations of our commercial & residential landscaping division. Must have good people skills with 3-5 years hands-on supervisory experience. Send resume to 894 Robert Boulevard, Slidell, LA 70458. EOE 10/93

GROUNDS MAINTENANCE AND PLANTING FOREMAN: Well established landscape contractor in the Philadelphia area is seeking experienced quality foremen to fill various positions. Salary and benefits commensurate with experience. Forward resume to: Personnel Office, Heyser Landscaping, Inc., 400 N. Park Ave., Norristown, PA 19403.

LANDSCAPE MAINTENANCE & GENERAL SUPERINTENDENT: Largest landscape maintenance company in the nation seeking individuals with 3-4 years experience. Must be able to make decisions, be creative, self-motivated, organized with strong supervisory skills. San Francisco Bay Area location. EOE. Please send resume to: Environmental Care, Inc., 825 Mabury Road, San Jose, CA 95133.

SALES PROFESSIONAL: Hermes Nursery, an expanding producer and seller of high-quality material, is seeking a self-motivated, aggressive, and dependable professional to lead our sales efforts. 2-4 years sales experience, a horticulture or related degree and/or green goods experience; and a strong customer-service orientation are preferred qualities for this position. Excellent growth opportunity. Salary and commissions are based on experience and performance. Send resume and salary history to: Hermes Nursery, Attn: Personnel Director, PO Box 14336, Lenexa, KS 66215.

Landscape Maintenance Supervisor: Large Building Service Company seeks individuals knowledgeable with equipment and plant material. CDL and Pesticide License preferred. Salary, year round position, benefits and advancement opportunity. Call 1-800-548-6063.

HORTICULTURE-CORNELL COOPERATIVE EXTENSION, Rockland County, Thiells, NY (3/4 time). Commercial hort/related environ, educ, programs. MS, 3 yrs. exp. Send letter of intent, resume and transcripts by September 1 to: Box 26, Kennedy Hall, Cornell University, Ithaca, NY 14853. EOE 8/93

7 U.S. REGIONAL SALES REPRESENTA-TIVES for top rated Landscape Software. Excellent opportunity to add a second product line. Established reps preferred. Resume and cover letter to Software Representatives, c/o PO Box 3456, Palm Desert, CA 92261. Open until filled. 8/93

SOFTWARE

Route Manager System for scheduling and accounts receivable record keeping. Serving the Lawn Care Industry since 1982. List price \$350. Fortunate Computers, 46 N. 4th Street, Coplay, PA 18037, 800-275-0620.

RATES: \$1.25 per word (minimum charge, \$40). Bold face words or words in all capital letters charged at \$1.50 per word. Boxed or display ads: \$105 per column inch-1x (one inch minimum); \$100-3x; \$95-6x; \$90-9x; \$85-12x. (Frequencies based on a calendar year).

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VISA MASTERCARD and AMERICAN EXPRESS accepted.

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ADVERTISER

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Dacthal® For everything it doesn't do.

- Dacthal doesn't let you down. It means healthier turf and a difference you can see. And that makes you look good with your customers.

> - Dacthal doesn't leach, because it isn't water soluble, and it's biodegradable, too.

- Dacthal doesn't after drought. And don't worry about newly sprouted turf* either. Dacthal is the right choice in high

- Dacthal doesn't let weeds get out of control. On crabgrass, annual chickweed, spurge, foxtail, Poa annua, and over 15 other annual grasses and broadleaf weeds. Dacthal is the proven preemergent herbicide performer.

- Dacthal doesn't stress or damage roots, because turfgrass root systems have a high tolerance for it. And that means less stress and worry for you.

damage roots regrowing stress situations.

ISK Biotech Corporation, Turf & Specialty Products Division 5966 Heisley Road, P.O. Box 8000, Mentor, OH 44061-8000.



*Of uniform greening and 1 to 2 inches in height. Always follow label directions carefully when using turf chemicals. ® Registered trademark of ISK Biotech Corporation.